

Message Text

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51

ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/MEPD/TJASPER/CF

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COM/BIC/OED/MEPD/CATKINS

COM/BIC/OED/MEPD/JMSANDS, DIR.

COM/BIC/OIM/CMURRAY (INFO)

STATE/EA/K/PMAYHEW (PHONE)

----- 024525

R 122307Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY SEOUL

UNCLAS STATE 055848

E.O. 11652: N/A

TAGS: BEXP, KS

SUBJECT: HANKOOK CAPROLACTUM EXPANSION

REF: SEOUL 1457

1. WE HAVE PASSED REFTEL TO ARTHUR G. MCKEE WHO
REMAINS INTERESTED IN PROJECT.

2. WE WOULD APPRECIATE CLARIFICATION REGARDING
HANKOOK'S PLANS FOR STRUCTURING THE PROJECT. WILL
THERE BE A SINGLE CONTRACT FOR A PROJECT MANAGER
WITH UNDIVIDED RESPONSIBILITY FOR DETAILED ENGINEERING,
ERECTION, AND PROCUREMENT OR WILL THERE BE SEPARATE
CONTRACTS FOR ENGINEERING CONSULTANT AND CONSTRUCTION
CONTRACTORS? WE BELIEVE THE U.S. COMPANIES WOULD
PREFER THE PROJECT MANAGER APPROACH. WILL THE PROJECT
BE BID IN SEVERAL LARGE ENGINEERED TURNKEY PACKAGES
OR WILL COMPONENTS OF PROJECT BE SPLIT INTO SMALLER
MODULES? AS EMBASSY PROBABLY AWARE U.S. COMPANIES
ARE NORMALLY MORE COMPETITIVE ON A PROJECT WHEN IT IS
STRUCTURED IN LARGE ENGINEERED PACKAGES. WILL CONTRACT
TERMS BE LUMP SUM FIXED PRICE OR LUMP SUM PLUS ESCALATION.

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IT IS UNLIKELY THAT A U.S. DESIGN CONSTRUCTOR WILL
CONSIDER A LUMP SUM FIXED PRICE CONTRACT BECAUSE
OF THE CURRENT PRICE SPIRAL ON CAPITAL EQUIPMENT.

3. ANY FURTHER INFORMATION WOULD BE APPRECIATED ON
PROJECT TIMETABLE AND PARTICULARLY FINANCING.
INGERSOLL

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Draft Date: 12 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: BIC/OED/MEPD/TJASPER/CF
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Executive Order: N/A
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From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750357/aaaabyyo.tel
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Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Margaret P. Grafeld
Declassified/Released
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05 JUL 2006

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